

Message Text

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ORIGIN NEA-07

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DRAFTED BY NEA/IRN:BBMORTON

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN IMMEDIATE

C O N F I D E N T I A L STATE 081247

LIMDIS

E.O. 11652: GDS

TAGS: BDIS IR US

SUBJECT: COMMISSION ON TWA 747 SALE

REF; TEHRAN 3289

1. SINCE DESPATCH OF OUR EARLIER REPLY TO REFTEL, TWA VICE PRESIDENT WIKSTEN HAS CALLED TO REPORT THAT HE HAS BEEN ABLE TO DISCUSS MATTER WITH OTHER TWA SENIOR OFFICIALS INCLUDING GENERAL COUNSEL. THEY INSIST THAT FROM START IRANIAN SIDE WAS INFORMED THAT KWIATKOWSKI'S FIRM KAI WAS TWA'S EXCLUSIVE REPRESENTATIVE FOR SALES OF SURPLUS AIR-CRAFT, A RELATIONSHIP OF LONG STANDING BETWEEN TWA AND KAI, AND THAT KAI WOULD CONDUCT NEGOTIATION FOR TWA. TWA BELIEVES THAT THERE COULD HAVE BEEN NO RPT NO MISUNDERSTANDING THAT KAI WORKED ON COMISSION BASIS.

2. KWIATKOWSKI HAS ASSURED TWA THAT NO RPT NO PART OF THE COMMISSION HE RECEIVED WENT TO ANY GOI OFFICIAL OR MEMBERS
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OF THE IMPERIAL FAMILY. TWA AUDITORS HAVE BEEN UNABLE

TO DETECT ANY TRANSACTIONS THAT SUGGEST THAT SUCH UNETHICAL PAYMENTS MAY HAVE BEEN MADE.

3. WIKSTEN SAYS THAT ANY COMMUNICATION TWA DECIDES TO SEND TO GOI IN CONNECTION WITH THIS MATTER WILL PROBABLY BE ALONG LINES: (A) REPORTS THAT COMMISSION WAS PAID AND THE AMOUNTS REPORTED ARE ACCURATE, SO PUBLIC DENIAL IS OUT OF QUESTION; (B) GOI WAS INFORMED FROM OUTSET THAT KAI HAD LONGSTANDING AGENT RELATIONSHIP WITH TWA; AND (C) NO RPT NO MONEY WAS PAID TO GOI OFFICIALS OR IMPERIAL FAMILY MEMBERS IN CONNECTION WITH SALE. TWA HOPES THAT GOI WILL NOT TAKE MATTER TO PRESS, BUT, IF IT DOES, TWA RESPONSE WILL PROBABLY BE LOW-KEY STATEMENT OF ABOVE POINTS. TWA CONSIDERS IT IN ITS INTEREST TO KEEP HEAT LEVEL OF DISCUSSIONS AS LOW AS POSSIBLE.

4. NEVERTHELESS, AS NOTED IN OUR EARLIER REPLY TO REFTTEL, TWA DOES NOT BELIEVE THAT COMMISSION PAYMENT INVOLVED ANY WRONGDOING OR WAS OTHER THAN STANDARD COMMERCIAL PRACTICE WHICH IT HAS FOLLOWED FOR YEARS. IF TOUFANIAN DECIDES TO BRING UP HIS LINE THAT COMMISSION PAYMENTS CAME OUT OF GOI POCKET AND MUST BE RETURNED TO IT, WIKSTEN SAYS TWA WILL CONSULT WITH DEPARTMENT BEFORE REPLYING. KISSINGER

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